



## Utah Smart Site Business Profile Alliance Business Partners, Inc.

### Contact:

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### Description of Primary Products:

Alliance Business Partners is a Business solution provider delivering strategy, design and technology services that result in improved efficiency, reduced costs and increased revenue opportunities for our clients. Alliance develops and builds scalable solutions for growing organizations integrating conventional business products and services with innovations.

The company offers an array of business-planning and marketing services to meet the varied needs of every business owner. They provide complete and professional consulting services specifically focused on developing high-quality business and marketing plans and e-communications for your company.

### THE TEAM:

Since inception, the team has grown to include a diverse group of consultants, analysts, marketing specialists, project managers, designers, and programmers focused on providing superior solutions to meet their clients' needs.

From our office in Southern Utah the team works with clients around the region and throughout the country. Our clients range in size, but share the desire to make the strategic commitments necessary to grow our business in today's fast paced economy:

### THE PLAN:

This team has been carefully selected to work with the business in our region and this marketplace. These consultants will work closely with you to create and implement a comprehensive plan in days...not months!

We provide our clients with professional, no hype business and marketing plans that make sense and are both easy and affordable to implement, complete with financial analysis, charts, and full-color images. Each plan is designed specifically for each client's needs.

### E-COMMUNICATIONS:

Other services offered at Alliance Business Partners, Inc. include our E-Communications division that handles Web Site design, e-Newsletters, and interactive electronic brochures that will assist businesses in their jump into a booming marketplace with 24-hour networking. Web sites on a disk are a unique innovative marketing tool. Harness the power of interactivity with multimedia technology!

We work with our clients in a long-term strategic partnership, understanding each business and its needs so we can recommend the best solutions.

Experience the difference when an associate of Alliance Business Partners assists you in any or all of the services that we can provide for you and your company.

Alliance Business Partners, Inc. exists to ensure that its customers are 100% satisfied with whatever service is provided to them.

### Website:

[www.alliancebusinesspartners.com](http://www.alliancebusinesspartners.com)

### NAICS Code(s):

541611 Business Management Consulting Services  
541612 Organization Development Consulting Services  
541613 Marketing Management Consulting Services  
541820 Public Relations Consulting Services  
541830 Media Buying Agencies  
541910 Marketing Research Services  
541430 Graphic Design Services  
516110 Internet Publishing  
541890 Other Advertising Services  
541511 Web Page Design  
518210 Web Hosting

## Company Established:

8/15/2005

## Gross Revenues:

\$1,000,000-\$2,500,000

## Awards & Special Recognitions:

- Rotarian of the Year 2004
- NRCC honored Sandra Lenois as 2004
- Business Woman of the year.

## Employees:

Less than 5

## Operating Systems:

Linux  
Mac OS  
OS/2  
UNIX  
Windows NT  
Windows XP and Window Server 2003

## Other Relevant Hardware or Software:

Adobe Creative Suite  
Macromedia Studio  
Microsoft Office  
Quark Xpress  
QuickBooks  
GoldMine  
Maya 7 Design  
Microsoft Visual C++  
Visual Basic.

## Firms with which you have Partnership:

Dixie Business Alliance – [www.dixiebusinessalliance.com](http://www.dixiebusinessalliance.com)  
Integrity Internet Consulting  
Shellline Studio  
Denise Flaherty, CPA PC  
Kinetics [www.2kinetics.com](http://www.2kinetics.com)

## Key Management and Technical Staff:

### Sandra Lenois -- Owner

**Sandra Lenois** and her family have lived in Hurricane Valley since 1995. Relocating at the time from Salt Lake City, Sandra brought along her successful publishing company specializing in marketing publications. Since moving to Southern Utah, she established and has continued to produce

six different publications, each focusing on a separate community need: Hurricane Valley Magazine, Golf St. George, Southern Utah Health Care, Money Matters, Southern Utah Homeowners, and the ERA Relocation Guide. All of these publications have enjoyed widespread popularity in the sectors they serve. In addition to serving as a board member of the Hurricane Valley Chamber of Commerce for six years. Sandra served as Vice President and then followed with two terms as President in 2002-2003.

Dedicated to helping the businesses in Southern Utah in any capacity, she also served in the position of Secretary of the Rotary Club of Hurricane Valley from 1997 to 2003, and as a team leader of the City of Toquerville's 21<sup>st</sup> Century Community Committee. She is also a member of the St. George Area Chamber of Commerce serving as a member of the Sunshiners, the Ambassador Committee for the Chamber, as well as a Twister, the Ambassadors for the Hurricane Valley Chamber. In 2003, she transferred her Rotary membership to the St. George Rotary Club, and shortly afterwards was asked to serve as their Secretary and is currently still filling that position.

Sandra has served as owner and publisher of Southern Utah Magazines; the magazine group published by Elite Publishing Services, and was president of its parent company, Elite Marketing Services, Inc. up until July 15, 2005 when she had the opportunity to establish Alliance Business Partners, Inc.

After her 20 plus years in business leadership and her tireless contributions to the community, Sandra felt it was time to utilize her skills and talents to work with the many small to mid-sized businesses in the area by partnering for their success as she helps them develop and implement a vital tool for the future of their business: a Business and Marketing Plan. She also felt the importance of assisting the small to mid-sized businesses as they jump into a booming marketplace with 24-hour networking – through Web site development, interactive electronic brochures and eNewsletters.

### Alex Peterson – IT Director

Alex Peterson joined forces with Sandra Lenois in August 2004 at Elite Publishing Services as their IT Director. With over 7 years of first-hand experience, he adds a wealth of knowledge in the

computer software/hardware field. His work experience includes computer system analyst, computer network specialist, customer sales and service, web development technical writing, professional computer trouble shooting and repair specialist. Alex works with the day-to-day operation of Alliance Business partners and also serves as an officer and board member of the corporation. He is also owner/operator of IT Solutions, where he has been using his knowledge and experience helping small to mid-size business owners with their computer network systems.

**Utah Smart Sites:** The Utah Smart Site Program is an initiative of the Utah Division of Business and Economic Development to encourage the creation of technology-based employment in small communities. For information, contact Les Prall at [lprall@utah.gov](mailto:lprall@utah.gov) or (801) 538-8804.



## Competencies and Experience:

Software development / computer programming experience	Business, Marketing and Advertising Plans; Questionnaires (digital and online)
Website design experience	Rotary Club of St. George Alliance Business Partners Coral Desert Academy Mortgage Cowboys & Indians
Systems integration experience	
Help desk support/CRM	
Computer graphics, animation and illustration	
Data entry, data conversion & imaging	
IT training and eLearning	
Network development, management, service and support	
Database development and applications	
Multi-media and digital technologies including DVD	
Technical writing	
Data warehousing and storage; web hosting	
IT consulting	

## Other Competencies not listed:

Flue programming Languages Environments: Most BASIC Implementations (Visual Basic etc.) HTML4, XHTML, XML , Javascript, PHP, ColdFusion, Perl, Linux Shell/Bash, OpenOffice, KDE/Gnome/Bash, the GIMP, DVR and Video Editing, ASP, WSH, SQL, (MySQL and Access), Java, Macromedia Flash and ActionScript.